

Message Text

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UNCLAS KUWAIT 3920

EO 11652: NA

TAGS: BBAK KU

SUBJ: INFORMATION REQUEST ON HYSTER COMPANY

1. WE HAVE BEEN INFORMED BY MINISTRY PUBLIC WORKS (MPW) SOURCE THAT SEVERAL MONTHS AGO LOCAL AGENT FOR HYSTER COMPANY, 1656 WALNUT STREET, WATERTOWN, MASS, 02172 (TELEPHONE: (617) 924-5400) SUBMITTED LOW BID FOR 4 TWENTY-TON TILT-TRAILERS. WHEN QUERIED ABOUT DELIVERY, AGENT CLAIMED COMPANY HAS GONE OUT OF BUSINESS.

2. WE WOULD BE SURPRISED IF HYSTER IS OUT OF BUSINESS SINCE IT HAS LONG REPUTATION AS LEADING COMPANY IN ITS FIELD. ORIGINAL QUOTE FOR TILT-TRAILERS WAS APPROXIMATELY \$15,000 EACH. WE THINK IT POSSIBLE THAT RECENT PRICE INCREASES MAY MAKE IT IMPOSSIBLE FOR LOCAL AGENT TO MEET HIS BID, AND THAT HE IS TRYING TO ESCAPE FROM COMMITMENT.

3. ACTION REQUESTED: COMMERCE REQUESTED ADVISE WHETHER HYSTER COMPANY STILL IN BUSINESS. ALSO INTERESTED IN KNOWING AVAILABILITY AND CURRENT PRICE HYSTER TWENTY-TON TILT-TRAILERS. STOLTZFUS

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